## REAL ESTATE AND **BUILDING NEWS**

Men Who Deal in Dirt Keeping Step With Bankers and Money Lenders.

BUSINESS IS LOOKING UP

Sales of Realty, While Small in the Main, Foot Up Largely. Home Builders Numerous.

"Last Sunday you spoke of a bank oficial telling you that the bankers were marking time in a business way. Well the bankers are in a position right largely to control the real estate of the loaning of money that goes to buy real estate, when the buyer, whoever he may be, is hard up, and to that extent it may be said that when the banker 'marks time' we real estate fet lows must necessarily be in something of the same position. But since that banker talked to you a week ago there has been some loosening up, and, while the 'mark time' order is still to be heard in the trade circles, we are pushing on a little bit to better things. spoke a prominent real estate agent yesterday, and, after a canvass of the whole town, I am alite sure that he spoke the truth as developed by investigations. Yes, the real estate men have been "mark ag time," too, but the developments of the past two weeks have put them on their metal, and, to say the least of it has awakened them to new things. ACTUAL AND

BALES, ACTUAL AND
LOOKED FOR, TELL THE TALT
The auction sales last week were
very satisfactory, and numbers of
private sales were just as much so,
Were I to make a list of the auction
and private sales that took place last
week at prices and values that were
pleasing to the sellers I could fill up
very nearly a column of news that
might be interesting to the people
figuring in the transactions, but a mere
summary is all that is needed to give
an idea of the renewed activity.
Gibboney & Nuckols tell of sales that

Gibboney & Nuckols tell of sales that footed up \$22,000. Charles F. Ruchr-mund tells me of deals he made in arious parts of the city and in the uburbs that footed up \$33,000 or hereabouts, Amos & Co sold city and suburban property to the amount of \$20,000. N. W. Bowe & Sons sold over \$30,000 worth of good Richmond dirt. Chewning & Boxley turned in sales that aggregated \$20,000. J. D. Carneal & Son acknowledge to business that encompassed \$18,000. J. D. Cooke & Co. "fess up" to at least \$10,000 of business. C. L. & H. L. Denoon, the most say-nothing people in the whole real estate realm, would not deny that they sold more than \$15,000 of good ground an some of which there were ground, on some of which there were small houses. Gover & Smith, while very reticent, finally admitted that sutrhan property, in which they are most terested, is not slouch, their sales of is class of dirt being for the past Raab & Co. mit some sales in the eastern part of wn that foot up nearly \$20,000 vn that foot up nearly \$20,000 orefield & Blake made several West End deals that accumulated something over \$15,000. Richeson & Crutchfield, over \$15,000. Richeson & Crutchheid, pessimists that they are (speaking fronically) were persuaded to talk out in meeting to the extent of confessing sales of the smaller kind to the under a \$50,000 deal, but a careful running over of their books for the past week, including two farm

week's work. Bowles & Jones Co. figured a great deal, and felt a little hurt that they could not figure out more than \$30,000 for a whole week's

business was awful dull because they had sold only \$19,000 worth of good dirt and had made loans amounting to only \$57,000. The man of news though: that was a pretty good week's business

that was a pretty good week's business in a general way. There were numerous other agents who in a confidential way unbosomed themselves to the man of news, but the most of them urged him to keep

mum as to what they told him.

There was fine business out in the urbs, and a special auction sale that took place in one of these suburbs, en-gineered by that good man Anderson,

Saturday afternoon, was something great, and some facts about it may appear in this paper later on.
HULLDERS ARE HAVING The contractors and the builders tell me that business in their line is very fine. They say that they find it hard to keen up with the demands of the people who want to build small house. small homes for cash on the spot. This is a mighty encouraging sign of the times, and the industrial editor times, and the industrial editor taken the liberty to advise the

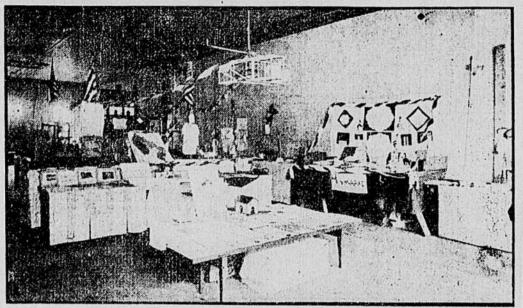
up and encourage all such proposi-There is no doubt of the fact that home builders are unusually active in and about Richmond. It is a really en-comaging sign of the times when the man of small or limited means is becoming a home investor and a home maker. Owners of old rentable prop-erty, who are in the habit of charging all they can get in the way of rents do not like this thing, but all the same it is a good thing for Richmone dern, twentieth century Richmond,

builders and the contractors to whoop

Shamrock Damask Mills.

Landrum, S. C., May 23.—The Shamrock Damask Mills, located here, will erect 100x65 foot mill construction building costing about \$3,000 and install twenty looms belt-driven electrical power equipment, etc. (all purchases), costing about \$12,000, for daily capacity of 1,000 yards of damask. This company, mentioned last week as incorporated, has organized with \$20,000 capital stock and the following officers: H. L. Spears, president; Grey B. Hampton, vice-president; J. R. Mallory, treasurer and manager.

## SCENES AT COUNTY SCHOOL FAIR AT MANASSAS



MANASSAS GRADE D SCHOOL SHOW



CARTHAPIN SCHOOL BOOTH



BOOTH OF KINGS ROAD SCHOOL

**DEMONSTRATION WORK** 

IN TIDEWATER REGIONS

Tenchers Sent to

BROAD-MINDED EXPERIMENTORS
Every truck furm is, to a certain stent, an esperiment station, where

(Continued on Fifth Page.)

Them.

## FINE SCHOOL EXHIBIT IN PRINCE WILLIAM COUNTY

Truckers Who Take Stock in the Ancient Town of Manassas Seat of District School Fair That Opens Eyes of People.

The County School Fair of Prince PROGRESSIVENESS OF THE MEN William county recently held its first annual exhibit in Manassas and a

success of his affairs and he is not slow to adopt new plans.

TRUCKERS NATURALLY BECOME

BROAD-MINDER SATURALLY BECOME sas in the early fall, when there will doubtless be really more to exhibit along agricultural and practical work

the trucker is trying out on his own pince some new method of procedure in the fertilization or the cultivation of his variation. sist of domestic science, domestic art manual training, nature study and agin the fertilization or the cultivation of his various crops. The initure of his business makes of hir an investigator, from a practical standpoint, if not one of actual science. Take, for instance, the matter of growing strawberries. Every trucker knows that the lifetime of the usefulness of any one vertices. riculture. It is hoped that the schools will be able to show the people of the section an exhibition which will compare favorably with any to be held

Every trucker knows that the lifetime of the usefulness of any one variety of strawherry, grown for profit, is alout ten years. At the expiration of which time it becomes a destenciate, is not profitable, and is said to have "rim out."

W. M. Brown, field agent Southern W. M. Brown, director and the proventions. "Ten out."

Knowing this fact, the grower does not wait for the crisis, but obtains every year a few plants of some new variety or varieties and tests them out each year on his own farm to ascertain which is best suited to his needs. Some farmers actually significant. Railway; Emily J. Johnson, director Girls Canning Club Work; Mrs. E. J. Larkin, principal Manassas Graded School: W. Y. Ellicot, H. C. Cline, E. S. Hoen, Mrs. W. L. Sanders, B. Kidwell, G. G. Tyler, superintendent

needs. Some farmers actually origi-nate new varieties by hybridizing from two well-known varieties, thus seek-ing to get the best qualities of each. This is one example of many pro-gressive and up-to-date things that the trucker is doing for himself. The work of the county demonstra-tion agent among these farmers. The work of the county demonstration agent among these farmers is largely of an advisory nature. The work cannot be conducted in the same manner and along the same lines as that done by other agents in the State. Among some of the most important things to be accomplished is the working out of a good rotation of crops suitable to each individual case, the arrangement of a formula for the best mixture of fertilizer for certain crops, assisting in solving drainage problems, etc.

GETTING TO MARKET ON A STRICTLY BUSINESS BASIS One of the most needful things to be accomplished for the grower of truck crops is a better system of marketing his produce. The practice which has been in vogue since the beginning of the business here, and which still remains, is to consign everything he has to sell to a commission merchant in one of the northern markets to sell for him on a commission merchant in one of the northern markets to sell for him on a commission merchant in one of the northern markets to sell for him on a commission basis. Without any regard to the demand at any particular place, the shipments go forth in such volumes at times as to cause a congested condition and low prices as a result. What is needed is a better plan of distribution which (Continued on Fifth Page.) The work of the county demonstra-tion agent among those farmers is largely of an advisory nature. The work cannot be conducted in the same mainer and along the same lines as

ters has been constructed in the park."

## VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

BY FRANK S. WOODSON. Industrial Editor.

Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such communications, addressed to the industrial Editor, will receive prompt attention.

Some Things Trackers Are Dolling to Them.

Some Things Trackers Are Dolling to Them.

The Dolling Agents Are Dolling for Them.

P. L. Portlock, demonstration needs the country and a great deal of in the country and a great dea State.

Truck growing is the most progressales, revealed the fact that their total for the week was very close to \$40,000.

SMALL TRANSACTIONS FOOT

LP RIGHT WELL IN THE END

Charles A. Rose Co are people who all provides they can report something very else the same very cloud that little sales footed the same was considered obsolete and there are now considered obsolete and that the else when the else when the black-there the dew berry has the black been the dew the same week of last May. This is no surprise that the wholesalers to the sole, black they can the public should be same week of last May. This is no surprise that the wholesalers the possible to make shool life more attractive.

The same very e

## OLD VIRGINIA DEWBERRY: WHAT IT IS; HOW IT CAME | IF TRUE, WHY ARE THEY SO?

CHERRY HILL AND OCCO QUAN GRADED SCHOOL

ARE THESE THINGS TRUE—

Brenk in a Great Rond-

An Aristocrat Among Berries-Peculiar Virginia Is Charged With Making Bad to Virginia, It Has Migrated

to Other Regions. The late Powhatan Bouldin, who was for many years, in fact, until near WHAT AND WHERE IS TROUBLE! about his death, the owner and editor

Kenbrige, Va. May 23. Plans for catton to the working of a tax levy or industry, and then again, pertups not. "Once upon a time there was little kingdom in which the principal industry was the growing of cherries. The claimed that henceforth he would lev. W. S. Irby, president. A hoard at ar ceent meeting of the stock-indicers the following officers were claimed that henceforth he would lev. W. S. Irby, president. A hoard at arcent meeting of the stock-indicers the following officers were claimed that henceforth he would lev. W. S. Irby, president. A hoard at ax on cherry trees, a small tax on each window in the old houses which accounts for the unmber of directors elected. W. S. Irby, president is considerable accounts for the unmber of directors elected with the control of the county was small tax on each window in the old houses which accounts for the unmber of bricked-up windows. In the old houses in Great Britain. The growers of cherrics began to look around for a way to evade the tax, and eventually many axes were applied to the roots of the county, especially from a way was another little kingdom, whose chief industry was also the growing and marketing of the kingdom, whose chief industry was also the growing and marketing of cherries. This King also wanted some revenue, and he issued a proclamaticy process."

(Continued on Third Page.)

(Continued on Third Page.)

# **NEW ERA DAWNING;** WOMEN GET CHANCE

Virginia Polytechnic Institute Opens Doors to Women Who Teach Good Things.

### **NEW SUMMER NORMAL SCHOOL**

Women Teachers in Public Schools Get Opportunity They Have Been Longing For.

### BY MRS. D. W. READ.

The Times-Dispatch of last Sunday published an announcement of a summer session of the Virginia Polytechnic Institute. According to that, seventeen courses will be given, and twenty-five teachers are engaged to instruct in the school. The session will continue six weeks, and young men, who take studies during the time, will be credited for the same during the regular college session. Such is the announcement from Virginia's greatest industrial school.

This, of course, will be of great benefit to those who are compelled to make up to the work; to keep up with their clarges, and for prospective students who lack the entire number of units required for entrance to the freshman class. So much for the young men of the State.

DAYN OF A BRIGHTER
DAY-WOMEN CAME IN Following the above announcement comes another, which in the face of our educational needs of to-day, strikes a deeper and fuller note for progress. It is this: "The agricultural department will offer a special course of benefit to public school teachers of the State".

State."
This statement of President Eggleston shows he will not, and cannot, forget the teachers of Virginia, and holds out his hands to them "even unto this day."

The announcement, however, does not stipulate male teachers, so in this case it is to be hope that "teacher"

this case it is to be hope that "teacher" has no gender.

The bugle call of a new day has sounded at the Virginia Polytechnic Institute, all honor to Mr. Eggleston and the board of visitors, for did not the Virginia Legislature pass this cause oy unnoticed last session?

A modest sum was asked for as a help in this worthy cause, but amid the clamor and inistence of "more Important things" the request was unheeded.

ALL THE TEACHERS

ARE TO HAVE A SHOW In spite of this, the reveille has sounded, which says to old Virginta, "Awaken thou that sleepest," for a

the same were not had May. This in creame in sales is due to calarged creame in sales is due to calarged a creame in sales is due to calarged in the calarged